

Franklin J.  
Sciortino  
District Director

# Buffalo District News

A MONTHLY PUBLICATION OF THE U.S. SMALL BUSINESS ADMINISTRATION BUFFALO DISTRICT OFFICE  
U.S. SBA, 1311 FEDERAL BUILDING, 111 WEST HURON ST., BUFFALO, NY 14202  
JUNE 2004 – VOLUME 5 ISSUE 9

# Congratulations!

## Small Business Week 2004 Winners



Herbert Ego, President  
Biocube, Inc.- Buffalo  
District, NYS, and  
Region II Exporter of the Year



Sidney Clanton Jr., President,  
Clanton Real Estate, Veterans  
Small Business Advocate of  
the Year



Judith Nolan Powell, Small  
Business Relationship Manager,  
HSBC Bank USA  
Buffalo District Women in  
Business Advocate of the Year



Dorothy Madden  
Founder & Owner  
ORGANIZE IT!  
Buffalo District Home-Based  
Business of the Year



Brian Hickey, Executive  
Vice President & Reg.  
President for the  
Rochester Division,  
M&T Bank, Buffalo  
District Financial  
Services Advocate of  
the Year



Randall White, President  
& CEO, J.N. White  
Associates Inc., Buffalo  
District Small Business  
Person of the Year



District Director's 2004 Small  
Business Week Special Award  
of Distinction and Achievement  
Awarded to Nancy Holdaway,  
Senior Contract Specialist  
/Small Business Specialist,  
VA WNY Health Care System

Area banks and organizations honored more than 40 small businesses at the 12<sup>th</sup> Annual Small Business Awards Luncheon held May 5 at the Marriott Buffalo Niagara Hotel.

SBA winners were presented their awards at special reception on Monday, May 3<sup>rd</sup> and congratulated for their outstanding contributions to the small business community.

The SBA is looking for nominees for Small Business Week 2004. The SBW guidelines are available online or call our office at 551-3249.

Mr. Sciortino sends special thanks to all of this year's presenters and congratulations to all awardees.



# SBW AWARDS LUNCHEON MARRIOTT HOTEL MAY 5, 2004





# Lender Update Participation By Numbers

BUFFALO DISTRICT ALL 7(A) LOAN PROGRAMS FY'04 THRU JUNE 2004

<i><b>LENDER</b></i>	<i><b># OF LOANS</b></i>	<i><b>\$ AMOUNT</b></i>
1. HSBC BANK USA	76	\$7,784,600
2. M & T BANK	49	\$10,330,000
3. FIRST NIAGARA BANK	31	\$3,639,500
4. WYOMING COUNTY BANK	27	\$3,276,500
5. KEYBANK NATIONAL ASSOCIATION	22	\$5,690,000
6. CAPITAL ONE FSB	20	\$720,000
7. THE BANK OF CASTILE	9	\$843,761
8. FLEET NATIONAL BANK	9	\$294,700
9. UPS CAPITAL BUSINESS CREDIT	4	\$2,450,000
10. COMMUNITY BANK, N.A.	4	\$213,000
11. CITIBANK, N.A.	4	\$200,000
12. FIRST TIER BANK AND TRUST	3	\$627,000
13. INDEPENDENCE BANK	3	\$430,000
14. BUSINESS LOAN CENTER	2	\$1,676,000
15. CIT SMALL BUSINESS LENDING	2	\$1,172,000
16. STEUBEN TRUST COMPANY	2	\$350,000
17. JAMESTOWN SAVINGS BANK	2	\$260,000
18. GREATER BUFFALO SAVINGS BANK	2	\$184,000
19. NYBDC	1	\$1,300,000
20. ADVANTAGE CAPITAL FUNDING	1	\$800,000
21. WACHOVIA SBA LENDING, INC.	1	\$586,000
22. COMERICA BANK	1	\$547,000
23. NATIONAL BANK OF GEVENA	1	\$150,000
24. BUSINESS LENDERS, LLC	1	\$150,000
25. BANCO POPULAR NORTH AMERICA	1	\$135,000
26. JP MORGAN CHASE	1	\$100,000
27. NATIONAL CITY BANK	1	\$10,000

## New SBA Regulations to Create Contracting Opportunities For Service-Disabled Veterans

The U.S. Small Business Administration today announced a new procurement program that will boost federal contract opportunities for service-disabled veteran-owned small businesses. The interim rule will be published tomorrow and is effective immediately. The Federal Acquisition Regulatory Council concurrently released regulations implementing the program.

"President Bush has made it a priority to reach out to all of America's entrepreneurs, and we have a special responsibility to make an effort for those who sacrificed for our safety and freedom," SBA Administrator Hector V. Barreto said. "We have made a strong effort to do precisely that. Federal contract dollars to service-disabled veterans increased from \$298 million in fiscal year 2002 to \$510 million in FY2003. But we want to do more. The regulations being issued today will ensure that those great Americans who served our country proudly continue to have fair and open access to contracting opportunities."

The new rule will amend the relevant sections of the Code of Federal Regulations, adding provisions that will allow contracting officers to restrict contract awards to service-disabled veteran-owned small businesses when there is a reasonable expectation that two or more service-disabled veteran-owned small businesses will submit bids at a fair market price. It also allows awards of sole-source contracts to service-disabled veteran-owned small businesses when there is not a reasonable expectation that two or more service-disabled veteran-owned firms will submit bids and the anticipated contract price does not exceed \$3 million, with the exception of manufacturing contracts where the contracting threshold is \$5 million.

The interim rule allows small businesses to self-certify as service-disabled veteran-owned businesses. Any challenge to a firm's status as a small business or standing as a service-disabled veteran-owned small business must be referred to the SBA for resolution. The SBA will rely upon existing Department of Veteran's Affairs or Department of Defense determinations regarding status and will help enforce penalties for false representation.

# Lender Update

## Participation By Dollars

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### SBA Launches Business.gov Web Site to Connect Businesses with Federal Agencies

The U.S. Small Business Administration today announced the launch of a Web site that will serve as *the* business gateway for U.S. businesses to connect with federal agencies, providing specific business tools and resources. Currently in its initial phase, Business.gov is a powerful Web site that will provide one-stop, online federal government information and services that businesses need and can access in one easy-to-find location.

"In today's fast-paced marketplace, small business owners don't have time to go to dozens of Web sites to find information they need to run their business. Today we are providing them with a single, convenient Web site where they can access vital business information quickly, giving them more time to do what they do best: grow their businesses and create jobs," said SBA Administrator Hector V. Barreto.

Business.gov provides information and links to:

- Business Development: information on starting, managing, and marketing a business.
- Financial Assistance: resources for capital and credit.
- Taxes: federal and state tax resources, forms and assistance.
- Laws and Regulations: Laws, regulations and other resources that affect business.
- International Trade: information on export promotion, trade finance, and trade leads.
- Workplace Issues: information on employee wellness, workplace safety, benefits, and the family-friendly workplace.
- Buying and Selling: links for doing business with the government
- Federal forms: finding government forms businesses need to conduct business, expand and grow.

Business.gov is slated to add more resources by the Fall of 2004, including more information, sources and links designed to help businesses get the right information at the right time from home or office and on their desktops, laptops or PDAs. Business.gov also will add special "wizards" to help businesses find answers to their questions, fill out forms, save time and be more productive.

One of the 24 e-government initiatives of the federal government, [www.Business.gov](http://www.Business.gov), is an official Web site of the U.S. Government and is operated and maintained by the SBA.



## SBA Unveils New Teen Web Site Aimed At Young Entrepreneurs; Announces Winner of Youth Business Plan Competition

The U.S. Small Business Administration announced earlier this week the unveiling of its new teen entrepreneur Web site to target young entrepreneurs who want to start, run or grow their own businesses, and today announced the winners of the Young Entrepreneur Program Business Plan Competition.

The launch of the Young Entrepreneur Online Guide to Business, at <http://www.sba.gov/teens>, was made during the kick off of the Young Entrepreneur Program, a two-day forum for young entrepreneurs to provide practical entrepreneurial training and to promote leadership and management skill building.

The announcement of the new Web site was made by Cheryl A. Mills, associate deputy administrator for Entrepreneurial Development for the SBA. The Web site will provide young entrepreneurs with a learning tool to help them succeed in the 21<sup>st</sup> century world of small business. It is designed to introduce teenagers to the concept of small business ownership as a viable career choice by helping them shape their dreams of entrepreneurship.

“Young minds of today will be the force for business growth and job creation in the future,” said Mills. “The spirit of enterprise is the most powerful economic force in the nation, and the SBA wants to be a partner for success.”

The Web site features small business basics from brainstorming to evaluating a business idea, developing a business plan, learning from successful young entrepreneurs, making wise financial decisions and access to SBA’s entrepreneurial development partners and services.

Other highlights of the Web site include information on legal issues that need to be addressed when starting a business, links to youth organizations that concentrate on youth entrepreneurship and links to mentoring and peer groups.

In a related announcement, SBA Administrator Hector V. Barreto revealed the winners of the Young Entrepreneur Program Business Plan Competition. First place went to Micha and Michael Cooper of Brooklyn, N.Y., for their plan for their travel and concierge service. Second place was awarded to Jan Baker of Bronx., N.Y., for her plan for an urban greeting card company. The third place winner was Samir Mastaki of Ravenna, Italy, for his business plan for a cellular phone rental service company for international travelers.

Out of 50 teens that took part in the two-day small business forum, the three business plans were selected by judges to receive top honors for the best overall plans.

Administrator Barreto made the announcement before an audience at the opening reception of ***SBA Expo '04: Celebrating National Small Business Week*** in Orlando, Fla.

“The new teen Web site will provide a useful tool about the business world to young people,” said Administrator Barreto. “It is never too early to spark the entrepreneurial spirit and instill optimism in our youth. Access to key small business information is essential to the future of our young people and to their full participation in our nation’s economy.”

The six business plan challengers were each given 15 minutes to make their presentations before the judging panel, which represented varying disciplines and backgrounds.

The Young Entrepreneur Program participants will take part in *SBA Expo '04*, May 19-21 at the Orange County Convention Center. They will gain exposure to additional forums and network with successful business owners, corporate executives and government officials.

# SCORE FY 2004 WORKSHOP AND SEMINAR PROGRAMS

<b>Date, Time, &amp; Cost</b>	<b>Event</b>	<b>Subjects Included</b>	<b>Location</b>
Wednesday June 9, 2004 8:30-12:30 \$35.00	<b>Creating a Winning Business Plan Workshop</b>	This is a Business Planning workshop for individuals planning to start a new business and for those wanting to grow and expand their existing businesses.	Trocaire College 360 Choate Avenue Buffalo, New York
Wednesday June 16, 2004 8:30-4:30 \$25.00	<b>Pre-Business Planning Workshop</b>	You will learn about marketing research, marketing, business planning, insurance, federal and state taxes, legal structures, government resources, financing, counseling and more.	Lackawanna Public Library 560 Ridge Road Lackawanna, NY

For a \$5.00 Discount Coupon please click here: <http://www.sba.gov/ny/buffalo/scorecoupon.pdf>